



Revision Number: 5

Purchasing Agent: DEBBIE GUNDERSEN
(801) 538-3150

Item: NETWORK SYSTEM FOR APPLICATION PERSISTENCE

Vendor: 94969A Ecutel Systems, Inc.
2300 Corporate Park Drive
Suite 410
Herndon, VA 20171

Internet Homepage: www.ecutel.com

Telephone: (571) 203-8335

Fax number: (571) 203-8310

Contact: Kevin C. Hayes or Connell J. O'Brien

Email address: khayes@ecutel.com

Brand/trade name: Viatores

Price: See Attached Price List

Terms:

Effective dates: 06/04/04 through 06/03/07

Days required for delivery: 5 Days Software-10 Days Services

Price guarantee period: Term of contract

Minimum order: 25 clients

Min shipment without charges: FOB Destination

Other conditions:

Renewal Options: Potential contract extensions through 06/03/09

NOTE: EFFECTIVE DATE EXTENDED. PRICE INCREASE.

This is a multiple award contract. Please review the following contracts for optimal pricing, delivery and service and technical solution before making your purchasing decision: AR1792 & AR1794. Document purchasing decision.

This Statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. Authorization can be obtained from David Lee at 801-537-9251 or Richard Erickson at 801-537-9247 in ITS. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



PRICING:

Ecutel Systems, Inc. offers the Viatores Basic Class. On-site training is provided by the professional consulting services organization and is available plus travel and expenses.

Viatores Basic Technical Training course: Provide an overview of networking protocol standards (MIP, IPSec, Routing, DHCP, PPP, Wired and Wireless protocols); Viatores components; Viatores mobility, security and connectivity capabilities; Administrator and User configuration, product installation and fielding; hands-on class room practice. This is a 2 day class.

On Site Training **\$1,000/day***

Headquarters Training **\$500/day**

Headquarters Address
Ecutel Systems, Inc.
2300 Corporate Park Drive
Suite 410
Herndon, VA 20171

**Professional Services (i.e. installation, training and consulting) does not include travel and other expense. All travel will be invoiced at cost based on travel from our Virginia office. With any Purchase Order for 250 clients or more, the travel fee will be waived for professional services for the first site visit.*

Consulting Services:

If consultant services are offered to support the software, list the name, job title, and hourly rate for any proposed consultant:

Name: Mark Mazur Title: Project Engineer \$1,500/day on site*
Name: Dzung Tran Title: CTO/Custom Development \$200/hour headquarters

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Enterprise System Pricing-Stand Alone System-Separate from ITS Deployed System

This price must include the first year maintenance and support fees.



Client Licensing Fee (incl. 1 st Year Maintenance)	Total	25 Client Pack Pricing
Licensing Fee for up to 100 clients:	\$12,500.00	\$3,125.00
Licensing Fee for up to 500 clients:	\$62,500.00	\$3,125.00
Licensing Fee for up to 1000 clients:	\$125,000.00	\$3,125.00
Licensing Fee for up to 5000 clients:	\$625,000.00	\$3,125.00
Licensing Fee for up to 10,000 clients:	\$1,250,000.00	\$3,125.00
Licensing Fee Application Hosting Software (Primary):	\$10,000.00	
Licensing Fee Application Hosting Software (Secondary)	\$5,000.00	

Client Licensing Fee (incl. 1 st Year Maintenance)	Total	25 Client Pack Pricing
System Hardware:		
Other: Acceleration PCI card (SafeXcel 141-PCI)/each	\$1,500.00	
Other: Acceleration PCI card (SafeXcel 241-PCI)/each	\$1,000.00	

NEW APPLIANCE VERSIONS

Viatores NxG 500 Mobile IP VPN Appliance (supports 500 users)	\$14,995.00
Viatores NxG 500 Mobile IP VPN Appliance (redundant) (supports 500 users)	\$ 9,995.00
Viatores NxG 100 Mobile IP VPN Appliance (supports 100 users)	\$ 7,995.00
Viatores NxG 100 Mobile IP VPN Appliance (redundant) (supports 100 users)	\$ 4,995.00

Viatores NxG Mobile IP VPN Brief Description

Viatores NxG Mobile IP VPN Appliance offers organizations an affordable and simple way to deploy their Mobile IP VPN that is virtually "plug and play". The hardened IPSec-based mobile VPN allow organizations to maintain a secure, IPSec encrypted connection, even while roaming across different networks. The browser based administrative interface has quick setup procedures that can get the average enterprise up and running in minutes with five simple steps. Two versions of this new appliance

Viatores NxG 500 Mobile IP VPN Appliance (supports 500 users)
Viatores NxG 100 Mobile IP VPN Appliance (supports 100 users)

Additionally, each purchase of Client Licenses by qualifying Small Agencies will accumulate



toward the total number of Statewide Client Licenses purchased for purposes of volume pricing discounts.

All pricing is for the latest release of Viatores (version 4.4) which offers the following enhancements:

-FIPS (Federal Information Processing Standard)-certified cryptographic hardware acceleration support with encrypted throughput of up to 290 Mbps.

-Advanced Encryption Standard (AES) Support. AES is the latest encryption standard developed by the National Institute for Standards and Technology (NIST) and approved under publication number FIPS-197 for use by Federal agencies to encrypt sensitive information.

-Advanced traffic control policies. These new policies give network administrators the ability to centrally control which applications are allowed to run on the mobile device based on the wired or wireless network to which the device is connected. This helps enterprises enforce wired and wireless network usage, preserve network bandwidth, and reduce usage costs.

-Advanced Client-Server Compression. Viatores' new compression feature can be enabled to dramatically improve the throughput of low bandwidth networks. Compression in Viatores is performed prior to encryption to lower packet sizes, reduce packet latency, and increase overall performance.

Maintenance

The maintenance fee is based on total software deployed per location and includes both support and upgrades. The first year's maintenance is included in the above pricing. The following discounts will be applied when purchasing maintenance with the original Purchase Order.

One Year Prepaid (Second year)	18% per year
Two Years Prepaid (Second & Third Year)	15% per year
Three or More Years Prepaid (Fourth Year or more)	10% per year

*******REPORTS*******

The contractor will submit yearly reports to the State Purchasing Agent (Debbie Gundersen) showing quantities and dollar volume of purchases by each agency and political subdivision. This report will be due by 06/03 of each year.



FINET COMMODITY CODE(S):

92004000000-APPLICATIONS SOFTWARE (FOR MAIN FRAME SYSTEMS)

92007000000-APPLICATIONS SOFTWARE FOR MICROCOMPUTER SYSTEMS: BUSINESS,
MATHEMATICAL/STATISTICAL, MEDICAL, SCIENTIFIC, ETC.

92014000000-APPLICATIONS SOFTWARE (FOR MINICOMPUTER SYSTEMS)